



CONTRACT NO. FB-00149

Shoes and Boots

## ROADMAP

### Contract Overview:

This contract provides Miami-Dade County with a source of supply for shoes and boots at a fixed percentage off of the Manufacturers Suggested Retail Price (MSRP).

### Contract Term:

November 1, 2015 – October 31, 2020

### Contracting Officer:

Abelin Rodriguez  
Phone: (305) 375-4744  
Fax: (305) 375-4407  
Email: abelin@miamidade.gov

### EVENT LOG

ADD NO. ↓	Date issued ↓	Event ↓	AGENT ↓
7	4/20/16	<b>PART #2: Brands Awarded</b> Add eight new styles to <u>REEBOK</u> MSRP list.	A. Rodriguez
6	4/5/16	<b>PART #2: Brands Awarded</b> International Footwear is no longer a distributor of Red Wing brand shoe/boots.	A. Rodriguez
5	3/16/16	<b>PART #2: Brands Awarded</b> Safety Shoe Dist. Is the only company authorized by the manufacturer to sell Wolverine brand from mobile units.	A. Rodriguez
4	2/4/16	<b>PART #2 Brands Awarded</b> Add Ironwear to the list of brands offered.	A. Rodriguez
3.	12/28/15	<b>PART #2 Brands Awarded</b> Change International Footwear's discount for LaCrosse and Thorogood shoes.	A. Rodriguez
2	11/25/15	<b>PART #2 Brands Awarded</b> Add Belleville to the list of brands offered. Add Design Lab to vendors offering; Danner, LaCrosse, Magnum and Thorogood.	A. Rodriguez



1	10/30/15	<b>PART #1: Vendors</b> Add Sole Brothers Add mobile unit to International Footwear <b>PART #2: Brands Awarded</b> Add Georgia Boot and Rocky Duty/Work to list. Replace page 3, Percentage discount page. Replace pages 162 and 163, Computation of Preferences.	A. Rodriguez
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**PART #1: VENDORS**

**Vendor:** BF Businesses LLC. d/b/a Red Wing Shoes  
**Vendor Number:** 455533371-01  
**Contact:** Facundo Fraga  
**Phone:** 305-200-5621  
**Fax:** 305-200-5621  
**E-Mail:** [rwss606@redwingshoes.com](mailto:rwss606@redwingshoes.com)  
**Certified SBE:** No  
**Local Business:** Yes  
**Locally HQ'ed:** Yes  
**Services Offered:** Local Store (X) Mobile Unit ( ) Internet ( )

**Vendor:** DesignLab, Inc.  
**Vendor Number:** 562051141-01  
**Contact:** Matt Moller  
**Phone:** 864-297-7199  
**Fax:** 864-297-7198  
**E-Mail:** [mattpmoller@yahoo.com](mailto:mattpmoller@yahoo.com)  
**Certified SBE:** No  
**Local Business:** Yes  
**Locally HQ'ed:** No  
**Services Offered:** Local Store (X) Mobile Unit ( ) Internet ( )

**Vendor:** Global Trading, Inc.  
**Vendor Number:** 650300267-02  
**Contact:** Viraj Wikramanayake  
**Phone:** 305-471-4455  
**Fax:** 305-471-5537  
**E-Mail:** [viraj@gtim.com](mailto:viraj@gtim.com)  
**Certified SBE:** Yes  
**Local Business:** Yes  
**Locally HQ'ed:** Yes  
**Services Offered:** Local Store (X) Mobile Unit (X) Internet (X)



**Vendor:** International Footwear, Inc.  
**Vendor Number:** 651051760-01  
**Contact:** Roger Gorwitz or Mercy Alvarez  
**Phone:** 305-871-8485  
**Fax:** 305-871-8512  
**E-Mail:** [roger@intiuniforms.com](mailto:roger@intiuniforms.com) or [mercy@intlfootwear.com](mailto:mercy@intlfootwear.com)  
**Certified SBE:** No  
**Local Business:** Yes  
**Locally HQ'ed:** Yes  
**Services Offered:** Local Store (X) Mobile Unit (X) Internet ( )

**Vendor:** Safety Shoe Distributors, LLP.  
**Vendor Number:** 364342920-01  
**Contact:** Ed Hernandez  
**Phone:** 713-928-6691  
**Fax:** 713-928-6560  
**E-Mail:** [safetysloedist@aol.com](mailto:safetysloedist@aol.com)  
**Certified SBE:** No  
**Local Business:** Yes  
**Locally HQ'ed:** No  
**Services Offered:** Local Store (X) Mobile Unit (X) Internet ( )

**Vendor:** Sole Brothers, Inc. d/b/a Red Wing Shoes  
**Vendor Number:** 200735270-01  
**Contact:** Tommy Coonerty  
**Phone:** 954-917-6744 Cell: 561-635-3256  
**Fax:** 954-917-4187  
**E-Mail:** [rwss656@redwingshoes.com](mailto:rwss656@redwingshoes.com)  
**Certified SBE:** No  
**Local Business:** Yes  
**Locally HQ'ed:** No  
**Services Offered:** Local Store ( ) Mobile Unit (X) Internet ( )

## **PART #2: Brands Awarded**

**See Manufacturer's Suggested Retail Prices (MSRP) which are separate attachments.**

### **THIS ROADMAP IS MADE UP OF THREE SECTIONS**

1. The event log, the vendors, the Vendor/Brand discount matrix, the special conditions.
2. MSRP 5.11, Inc. to LaCrosse 11/1/15 – 10/31/16
3. MSRP Magnum to Worx 11/1/15 – 10/31/16

Vendor Name:		BF Businesses LLC. dba Red Wing Shoes	Design Lab, Inc.	Global Trading, Inc.	International Footwear, Inc.	Safety Shoe Distributors, LLP	Sole Brothers d/b/a Red Wing Shoes
Brand Name		% Discount Provided	% Discount Provided	% Discount Provided	% Discount Provided	% Discount Provided	% Discount Provided
Brands	5.11 Tactical		26%	20%			
	Avenger			20%	20%	23%	
	Bates Footwear		31%	22.5%	30%	31%	
	Belleville		22%				
	Carhartt				25%		
	Caterpillar			22.5%	30%	20.5%	
	Chippawa Boot				25%		
	Cofra				25%		
	Danner		26%		25%		
	Dickies		31%	20%	15%		
	Dr. Martens			20.0%	25%	23%	
	Florsheim			22.5%		25.5%	
	Footguard Safety Footwear					10%	
	Genuine Grip Footwear					20%	
	Georgia Boot			20.0%			
	Grabbers			22.5%		20.5%	
	Haix				25%		
	Harley Davidson				30%		
	Hytest Safety Footwear					30%	
	Irish Setter	10%			25%		10%
	Iron Age			22.5%		25.5%	
	Ironwear			17.5%			
	Keen			20%		20%	
	Knapp			22.5%		25.5%	
	LaCrosse		26%		28%		
	Magnum		25%	20%	25%		
	Merrell			22.5%			
	Nautilus			20%	25%	23%	
	Original Swat			20%			
	Puma Safety Footwear					20%	
	Red Wing Shoes	15%					15%
	Redback			22.5%	25%		
	Reebok Work			25%	25%	30.5%	
	Rhino			15%			
	Ridge		31%	22.5%			
Brands	Rockport Works			22.5%		25.5%	
	Rocky Duty and Works			20.0%			
	Safety Jogger Footwear					20%	
	Skechers Works			22.5%		5%	
	Skidbuster				25%	20%	
	Sperry		31%				
	Thorogood		31%	25%	32%	25%	
	Timberland Pro			25%	30%	21.5%	
	Under Armour		31%				
	Wolverine Boots and Shoes			25%	30%	(1)20.5%	
	Worx	10%					10%

Vendor Name:				BF Businesses LLC dba Red Wing Shoes	Design Lab, Inc.	Global Trading, Inc.	International Footwear, Inc.	Safety Shoe Distributors, LLP	Sole Brothers d/b/a Red Wing Shoes
Additional charge per pair of special sized shoes				\$0	\$0	\$0	*\$3.00	*\$5.00	\$0
Additional charge per pair of special sized boots				\$0	\$0	\$0	*\$3.00	**\$20.00	\$0
Facility 1				STORES LOCATION AND HOURS					
	Address			7800 NW 25 St Unit #19	1730 Biscayne Blvd.	7262 NW 33 St	2850 NW 40 Ave	6932 NW 72nd Ave	N/A
	City			Miami	Miami	Miami	Miami	Miami	
	Days/ Hours Open			Mon-Fri: 10 am - 7 pm Sat 10 am - 5 pm	Mon-Fri: 8 am - 5 pm	Mon-Wed: 8 am - 6 pm Thu-Fri: 8 am - 5 pm Sat 9 am - 1 pm	Mon-Fri: 9 am - 5 pm Sat 9:30 - 2 pm	Mon-Fri: 9 am - 5 pm	
Facility 2	Address						4000 NW 29th Street		
	City						Miami		
	Telephone						305-869-9900		
	Days/ Hours Open						Mon-Fri: 8 am - 5 pm		
				SERVICE(S) PROVIDED					
Local Store				Yes	Yes	Yes	Yes	Yes	No
Moble Unit				No	No	Yes	Yes	Yes	Yes
Internet				No	No	Yes	No	No	No
							International - *additional charge for sizes; Men's 14 and above or wider than EEE. Women's 12 and above or wider than Extra Wide.	Safety Shoe - *additional charge for size 16 shoes. **additional charge for sizes 17 and 18 boots. (1) Exclusive vendor via mobile unit	

**PART #3: ADDITIONAL  
INFORMATION****DELIVERY AND RETURNS****Local Store and Mobile Units**

It is the Vendors responsibility, to sell only the type of shoes or boots authorized by the user department for its employees on the County voucher or purchase order. On occasion, footwear may not be in the vendor's inventory. In those instances, the vendor shall deliver the ordered footwear within thirty calendar days.

**INTERNET SALES**

Vendor shall have a site restricted for County use only, this site will show shoes/boots on contract along with the County approved MSRP (from which discounts will be taken). The department will issue a voucher/purchase order to the employee who will scan it into their order as authorization for the purchase of the shoes.

Delivery must be made within ten calendar days of the order being placed. Delivery and return charges are not acceptable. Successful internet bidder(s) must provide a pre-paid return label with all deliveries. Deliveries must be made to County addresses, no home deliveries allowed.

**EMPLOYEE PAYMENT**

At the discretion of the user department the employee may be authorized to pay the difference between the amount authorized in the voucher/purchase order and the discounted price of the shoe, this payment may be made via cash, check or the employee's credit card. User

**REBATES AND SPECIAL PROMOTIONS**

All rebates and special promotions offered by a manufacturer during the term of the contract shall be passed on by the vendor(s) to the County

**ADDITIONAL MANUFACTURERS MAY BE ADDED**

Although this contract identifies specific brands of shoes and boots to be purchased, it is hereby understood and agreed that additional brands may be added to this contract at the option of the County. A maximum of four vendors per brand will be allowed.

**SPECIAL SIZES**

Shoes and boots shall be made available in sizes ranging from 7 through 13, and widths of D, E, EE, EEE (men's) and sizes 6 through 11, medium, and extra wide (women's), where applicable.

Charges for special sizes other than those shown above are shown on page 4 of 5 and shall be added to the discounted price of the largest sized shoe/boot in the MSRP for the brand shoe required.

### **COMPUTATION OF PREFERENCES**

#### **NECESSARY TO DETERMINE WHICH VENDOR TO PURCHASE FROM**

To determine which vendor to use in the following scenario

Employee's supervisor determines that the employee requires Nautilus style #1710 shoe. The Manufacturers Suggested Retail Price (MSRP) for Nautilus shows a price of \$85.00.

Looking at the vendor matrix it shows there are 3 vendors authorized to sell Nautilus;

Global at 20% off MSRP, Micro/Small Business Enterprise (SBE), locally headquartered and local

International at 25% off MSRP, who is locally headquartered and local

Safety Shoe at 23% off MSRP who is local

All three vendors claimed local preference, for this computation those preferences cancel out.

First the Micro/SBE preference (10%) is applied, if this results in the Micro/SBE being the lowest evaluated price then award (buy the shoe) from that vendor.

If the Micro/SBE is not the lowest, then apply the Locally Headquartered (15%) this application will lead you to a Best and Final Offer (BAFO). In this example the Micro/SBE preference decided the issue.

	Global	International	Safety Shoe
MSRP	\$85.00	\$85.00	\$85.00
Percent Discount	\$17.00 (20% of \$85)	\$21.25 (25% of \$85)	\$19.55 (23% of \$85)
	_____	_____	_____
Discounted Price	\$68.00	\$63.75	\$65.45
Micro Pref. 10%	\$6.80	_____	_____
	_____	_____	_____
Evaluation	\$61.20	\$63.75	\$65.45

The employee would be advised to buy their shoes at Global and given a voucher for \$68.00



If in the example above Global Trading were not a SBE

	(Locally HQ'ed) Global	(Locally HQ'ed) International	(Local) Safety Shoe
MSRP	\$85.00	\$85.00	\$85.00
Percent Discount	\$17.00 (20% of \$85) <hr/>	\$21.25 (25% of \$85) <hr/>	\$19.55 (23% of \$85) <hr/>
Discounted Price	\$68.00	\$63.75	\$65.45

Award to International since they are the lowest local and locally headquartered vendor.

A Best and Final Offer (BAFO) would be necessary if Safety Shoe (Local, not Locally Headquartered) were the lowest 'bidder' and either of the two Local and Locally Headquartered companies were within 5% of Safety Shoe price.